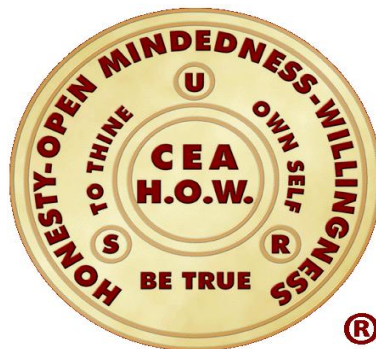


# End of Year Financial Statements

PERIOD ENDING

December 31, 2020  
1Q20, 2Q20, 3Q20, 4Q20

CEA-HOW Inc.®  
World Service Office



**CEA-HOW World Service Office**  
**Balance Sheet**  
As of December 31, 2020

	Dec 31, 20
<b>ASSETS</b>	
<b>Current Assets</b>	
<b>Checking/Savings</b>	
100 - WF Social Media Checking A/C	500.00
101 - WF Business Checking A/C...3620	35,650.18
102 - WF Saving HYield-5530-over/sho	
102.1 - Prudent Reserve per Policy	59,542.02
102.2 Convention Fund	
Early Bird Pymt Plan	25,775.53
102.2 Convention Fund - Other	10,750.29
<b>Total 102.2 Convention Fund</b>	36,525.82
102 - WF Saving HYield-5530-over/sho - Other	28,515.03
<b>Total 102 - WF Saving HYield-5530-over/sho</b>	124,582.87
103 - PayPal Online Savings Account	1,776.53
105 - PayPal Convention Account	2,094.67
<b>Total Checking/Savings</b>	164,604.25
<b>Accounts Receivable</b>	
130 - Accounts Receivable	545.09
<b>Total Accounts Receivable</b>	545.09
<b>Other Current Assets</b>	
141 - e-Lierature Inventory	213.75
140 - Literature Inventory	4,778.48
142 - Specialty Items Inventory	20.00
150 - Undeposited Funds	2,981.50
<b>Total Other Current Assets</b>	7,993.73
<b>Total Current Assets</b>	173,143.07
<b>Other Assets</b>	
120 - Prepaid Rent & Security Deposit	1,600.00
115 - Prepaid Conference & Convention	9,000.00
<b>Total Other Assets</b>	10,600.00
<b>TOTAL ASSETS</b>	183,743.07

**CEA-HOW World Service Office**  
**Balance Sheet**  
As of December 31, 2020

	Dec 31, 20
<b>LIABILITIES &amp; EQUITY</b>	
<b>Liabilities</b>	
<b>Current Liabilities</b>	
<b>Accounts Payable</b>	
200 · Accounts Payable	107.36
<b>Total Accounts Payable</b>	107.36
<b>Credit Cards</b>	
220 · Wells Fargo Visa A/C	444.59
226 · - Stamps.com Account	84.25
<b>Total Credit Cards</b>	528.84
<b>Other Current Liabilities</b>	
230 · Federal Payroll Liabilities	1,157.43
235 · State Payroll Liabilities	277.05
237 · Worker's Compensation Insurance	322.32
250 · Sales Tax Payable	273.68
315 · Conference&Convention Accrued	
315.2 · Early Bird Pymt Plan - 2	4,229.39
315.1 · Early Bird Pymt Plan - 1	17,837.67
315 · Conference&Convention Accrued - Other	14,458.76
<b>Total 315 · Conference&amp;Convention Accrued</b>	36,525.82
<b>Total Other Current Liabilities</b>	38,556.30
<b>Total Current Liabilities</b>	39,192.50
<b>Total Liabilities</b>	39,192.50
<b>Equity</b>	
302 · Retained Earnings	107,478.87
Net Income	37,071.70
<b>Total Equity</b>	144,550.57
<b>TOTAL LIABILITIES &amp; EQUITY</b>	183,743.07

**CEA-HOW World Service Office**  
**Quarterly Profit & Loss**  
**January through December 2020**

	<u>Jan - Mar 20</u>	<u>Apr - Jun 20</u>	<u>Jul - Sep 20</u>	<u>Oct - Dec 20</u>	<u>TOTAL</u>
<b>Income</b>					
<b>400 · Contributions Income</b>					
400.6 · In Honor/Memory Of	0.00	0.00	25.00	0.00	25.00
400.1 · Intergroup	10,087.91	8,767.30	8,988.52	10,256.46	38,100.19
400.2 · Area	1,000.00	4,225.00	3,000.00	10,500.00	18,725.00
400.3 · General Gratitude - Individual	1,419.00	2,699.70	3,004.01	2,863.00	9,985.71
400.4 · Online Recurring	3,740.00	4,070.57	4,410.00	4,478.11	16,698.68
400.5 · Gratitude Month	5,593.40	1,310.00	15.25	2,050.00	8,968.65
<b>Total 400 · Contributions Income</b>	<u>21,840.31</u>	<u>21,072.57</u>	<u>19,442.78</u>	<u>30,147.57</u>	<u>92,503.23</u>
<b>402 · Literature</b>					
402.1 · English Literature	5,926.61	5,635.00	4,792.91	5,435.22	21,789.74
402.2 · Spanish Literature	1,135.25	0.00	483.65	354.39	1,973.29
<b>Total 402 · Literature</b>	<u>7,061.86</u>	<u>5,635.00</u>	<u>5,276.56</u>	<u>5,789.61</u>	<u>23,763.03</u>
<b>406 · Shipping Income</b>	657.06	585.76	699.26	876.94	2,819.02
<b>415 · Convention Income</b>					
415.3 · Convention Registrations	121.04	0.00	7,145.37	0.00	7,266.41
415.2 · Convention Committee	0.00	200.00	0.00	0.00	200.00
<b>Total 415 · Convention Income</b>	<u>121.04</u>	<u>200.00</u>	<u>7,145.37</u>	<u>0.00</u>	<u>7,466.41</u>
<b>416 · Conference Income</b>					
416.1 · Delegate Registration	0.00	0.00	4,000.00	0.00	4,000.00
<b>Total 416 · Conference Income</b>	<u>0.00</u>	<u>0.00</u>	<u>4,000.00</u>	<u>0.00</u>	<u>4,000.00</u>
<b>450 · Interest Income</b>	13.18	8.60	3.00	3.14	27.92
<b>Total Income</b>	<u>29,693.45</u>	<u>27,501.93</u>	<u>36,566.97</u>	<u>36,817.26</u>	<u>130,579.61</u>
<b>Cost of Goods Sold</b>					
501 · Electronic Literature	71.25	71.25	71.25	71.25	285.00
500 · Purchase of Literature	1,752.18	1,015.61	988.52	1,165.27	4,921.58
503 · Discounts & Allowances	4.50	0.00	0.00	0.00	4.50
<b>Total COGS</b>	<u>1,827.93</u>	<u>1,086.86</u>	<u>1,059.77</u>	<u>1,236.52</u>	<u>5,211.08</u>
<b>Gross Profit</b>	<u>27,865.52</u>	<u>26,415.07</u>	<u>35,507.20</u>	<u>35,580.74</u>	<u>125,368.53</u>
<b>Expense</b>					
<b>706 · Web Hosting Expenses</b>					
706.1 · Podcast	45.00	45.00	45.00	45.00	180.00
706 · Web Hosting Expenses - Other	0.00	19.00	15.99	0.00	34.99
<b>Total 706 · Web Hosting Expenses</b>	<u>45.00</u>	<u>64.00</u>	<u>60.99</u>	<u>45.00</u>	<u>214.99</u>
<b>708 · Convention Expense</b>					
708.1 · Production Cost	40.36	500.00	326.59	0.00	866.95
708.3 · Convention Committee	0.00	0.00	24.57	0.00	24.57
<b>Total 708 · Convention Expense</b>	<u>40.36</u>	<u>500.00</u>	<u>351.16</u>	<u>0.00</u>	<u>891.52</u>
<b>709 · Conference Expense</b>	0.00	500.00	0.00	0.00	500.00

**CEA-HOW World Service Office**  
**Quarterly Profit & Loss**  
**January through December 2020**

	<u>Jan - Mar 20</u>	<u>Apr - Jun 20</u>	<u>Jul - Sep 20</u>	<u>Oct - Dec 20</u>	<u>TOTAL</u>
<b>802 · Shipping Expense</b>					
802.1 · Intergroup	437.66	417.41	354.08	536.53	1,745.68
<b>Total 802 · Shipping Expense</b>	<u>437.66</u>	<u>417.41</u>	<u>354.08</u>	<u>536.53</u>	<u>1,745.68</u>
<b>902 · Rent</b>	2,774.80	2,916.00	2,916.00	2,916.00	11,522.80
<b>903 · Janitorial Services</b>	150.00	150.00	150.00	150.00	600.00
<b>904 · Bank Service Charges</b>	45.99	46.51	48.05	48.06	188.61
<b>905 · Merchant Fees (PayPal)</b>	406.80	534.77	469.99	488.88	1,900.44
<b>906 · Employee Expenses</b>					
906.1 · Payroll Expenses	14,202.04	13,493.40	14,305.80	12,762.48	54,763.72
906.2 · P/R tax Expense	1,314.03	1,056.67	1,189.45	1,066.64	4,626.79
906.3 · Bonuses	0.00	0.00	0.00	800.00	800.00
906.8 · Worker's Compensation Insuran	491.07	(77.23)	99.75	(34.74)	478.85
906 · Employee Expenses - Other	0.00	0.00	0.00	227.04	227.04
<b>Total 906 · Employee Expenses</b>	<u>16,007.14</u>	<u>14,472.84</u>	<u>15,595.00</u>	<u>14,821.42</u>	<u>60,896.40</u>
<b>908 · Office Supplies &amp; Expenses</b>	328.33	607.70	657.22	1,539.17	3,132.42
<b>910 · Insurance</b>	0.00	0.00	1,535.00	643.98	2,178.98
<b>915 · Telephone</b>	356.91	380.91	380.91	380.91	1,499.64
<b>917 · Tax and Filing Fees</b>	0.00	0.00	0.00	35.00	35.00
<b>930 · Professional and Legal Fees</b>					
934 · Webmaster Developer	441.00	441.00	441.00	602.40	1,925.40
932 · Accounting Fees	0.00	0.00	0.00	500.00	500.00
930 · Professional and Legal Fees - Other	0.00	0.00	0.00	500.00	500.00
<b>Total 930 · Professional and Legal Fees</b>	<u>441.00</u>	<u>441.00</u>	<u>441.00</u>	<u>1,602.40</u>	<u>2,925.40</u>
<b>940 · Postage</b>	34.45	10.50	12.50	7.50	64.95
<b>Total Expense</b>	<u>21,068.44</u>	<u>21,041.64</u>	<u>22,971.90</u>	<u>23,214.85</u>	<u>88,296.83</u>
<b>Net Income</b>	<u>6,797.08</u>	<u>5,373.43</u>	<u>12,535.30</u>	<u>12,365.89</u>	<u>37,071.70</u>

**CEA-HOW World Service Office**  
**Contributions by Intergroup**  
**January through December 2020**

	<u>Jan - Mar 20</u>	<u>Apr - Jun 20</u>	<u>Jul - Sep 20</u>	<u>Oct - Dec 20</u>	<u>TOTAL</u>
60000 - RETAIL LITERATURE FROM PAYPAL	0.00	0.00	24.97	0.00	24.97
70000 - GRATITUDE MONTH PAYPAL	1,970.00	130.00	30.00	705.00	2,835.00
70010 - GRATITUDE MONTH CHECK	3,523.40	940.00	0.00	1,365.00	5,828.40
70015 - PAYPAL INDIVIDUAL RECURRING DONA	3,740.00	4,040.57	4,457.90	4,396.61	16,635.08
70020 - PAYPAL GENERAL GRATITUDE DONATION	456.90	1,809.70	1,493.79	2,029.50	5,789.89
70030 - INDIVIDUAL DONATIONS CHECK	1,015.00	960.00	1,492.35	895.00	4,362.35
80002 - AREA 2	1,000.00	4,225.00	3,000.00	6,500.00	14,725.00
80010 - AREA 10	0.00	0.00	0.00	4,000.00	4,000.00
90099 - SOUTHERN CALIFORNIA INTERGROUP	386.21	39.00	1,376.17	818.58	2,619.96
90101 - CEA-HOW SAN DIEGO COUNTY IG	2,294.07	160.87	228.90	163.80	2,847.64
90102 - NW CEA HOW INTERGROUP	77.00	0.00	0.00	0.00	77.00
90104 - CEA-HOW LAS VEGAS INTERGROUP	549.40	0.00	207.79	400.20	1,157.39
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	229.66	0.00	229.66
90108 - CEA HOW ISRAEL INTERGROUP	0.00	0.00	0.00	0.00	0.00
90110 - CEA HOW MEXICO INTERGROUP	0.00	350.00	0.00	0.00	350.00
90115 - CEA HOW OF GREATER NEW YORK IG	235.00	0.00	0.00	0.00	235.00
90117 - PUGET SOUND CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90119 - DALLAS FORT WORTH IG CEA HOW	0.00	293.78	251.99	319.00	864.77
90122 - MICHIANA INTERGROUP	500.00	0.00	0.00	283.05	783.05
90123 - CEA HOW SAN FERNANDO VALLEY IG	576.57	704.67	1,072.73	951.15	3,305.12
90125 - NORTH TEXAS INTERGROUP	30.00	0.00	0.00	0.00	30.00
90126 - CEA HOW OKLAHOMA INTERGROUP	74.85	58.43	139.50	0.00	272.78
90130 - RIO RECOVERY OF NEW MEXICO IG	192.80	271.51	386.70	313.80	1,164.81
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	258.10	140.80	800.45	0.00	1,199.35
90135 - PENNSYLVANIA INTERGROUP	15.90	100.00	75.00	100.00	290.90
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90137 - NO. CA CENTRAL COASTAL INTERGROUP	307.00	200.00	168.25	37.00	712.25
90139 - CEA HOW LOS ANGELES INTERGROUP	900.90	644.30	492.90	768.90	2,807.00
90140 - CEA HOW PHONE BRIDGE INTERGROUP	2,786.95	5,210.18	3,247.38	4,979.48	16,223.99
90141 - GREAT LAKES CEA-HOW INTERGROUP	51.00	0.00	0.00	0.00	51.00
90142 - CEA-HOW NORTHERN COLORADO IG	183.76	106.15	154.25	160.50	604.66
90143 - CEA HOW 1st IG HISPANIC OFARIZONA	0.00	0.00	0.00	0.00	0.00
90144 - SPANISH PHONE BRIDGE INTERGROUP	104.70	131.90	41.00	348.00	625.60
90145 - UTAH CEA-HOW INTERGROUP	572.62	303.00	0.00	482.00	1,357.62
90146 - BUGAMBILIAS GUANAJUATO	0.00	170.25	0.00	130.00	300.25
90148 - ARIZONA CEA-HOW INTERGROUP	38.18	82.46	71.10	0.00	191.74
90149 - SIERRA NEVADA INTERGORUP	0.00	0.00	0.00	1.00	1.00
90150 - IG ELECTRONICO EN ESPANOL	0.00	0.00	0.00	0.00	0.00
90151 - ELECTRONIC IG ENGLISH	0.00	0.00	0.00	0.00	0.00
90152 - UK AND EUROPE INTERGROUP	0.00	0.00	0.00	0.00	0.00
<b>TOTAL</b>	<u><u>21,840.31</u></u>	<u><u>21,072.57</u></u>	<u><u>19,442.78</u></u>	<u><u>30,147.57</u></u>	<u><u>92,503.23</u></u>

**CEA-HOW World Service Office**  
**Purchases by Intergroup**  
 January through December 2020

	<u>Jan - Mar 20</u>	<u>Apr - Jun 20</u>	<u>Jul - Sep 20</u>	<u>Oct - Dec 20</u>	<u>TOTAL</u>
10001 - UNAFFILIATED GROUPS	5.00	0.00	0.00	0.00	5.00
60000 - RETAIL LITERATURE FROM PAYPAL	1,146.00	2,196.38	2,600.25	3,625.50	9,568.13
60050 - RETAIL E-LITERATURE FROM PAYPAL	1,031.23	1,391.50	997.50	845.00	4,265.23
80002 - AREA 2	805.50	0.00	0.00	0.00	805.50
90099 - SOUTHERN CALIFORNIA INTERGROUP	447.25	0.00	0.00	0.00	447.25
90101 - CEA-HOW SAN DIEGO COUNTY IG	0.00	553.75	0.00	0.00	553.75
90102 - NW CEA HOW INTERGROUP	34.25	0.00	0.00	0.00	34.25
90104 - CEA-HOW LAS VEGAS INTERGROUP	176.00	0.00	0.00	0.00	176.00
90106 - S. FLORIDA INTERGROUP CEA-HOW	0.00	0.00	0.00	0.00	0.00
90108 - CEA HOW ISRAEL INTERGROUP	0.00	0.00	0.00	0.00	0.00
90110 - CEA HOW MEXICO INTERGROUP	250.00	0.00	0.00	90.00	340.00
90115 - CEA HOW OF GREATER NEW YORK IG	0.00	36.00	0.00	0.00	36.00
90117 - PUGET SOUND CEA-HOW	70.50	0.00	0.00	0.00	70.50
90117 - PUGET SOUND CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90119 - DALLAS FORT WORTH IG CEA HOW	0.00	0.00	0.00	332.75	332.75
90122 - MICHIANA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90123 - CEA HOW SAN FERNANDO VALLEY IG	691.75	0.00	0.00	0.00	691.75
90125 - NORTH TEXAS INTERGROUP	0.00	0.00	0.00	0.00	0.00
90126 - CEA HOW OKLAHOMA INTERGROUP	268.00	0.00	0.00	0.00	268.00
90130 - RIO RECOVERY OF NEW MEXICO IG	125.00	0.00	36.50	0.00	161.50
90134 - SAN BERNARDINO/RIVERSIDE COUNTIES	317.25	0.00	86.50	0.00	403.75
90135 - PENNSYLVANIA INTERGROUP	157.25	18.25	0.00	0.00	175.50
90136 - TIDEWATER VIRGINIA INTERGROUP	0.00	0.00	0.00	0.00	0.00
90137 - NO. CA CENTRAL COASTAL INTERGROUP	80.50	65.00	50.00	0.00	195.50
90139 - CEA HOW LOS ANGELES INTERGROUP	814.63	237.87	177.38	90.50	1,320.38
90140 - CEA HOW PHONE BRIDGE INTERGROUP	358.75	756.25	603.00	410.50	2,128.50
90141 - GREAT LAKES CEA-HOW INTERGROUP	0.00	0.00	0.00	0.00	0.00
90142 - CEA-HOW NORTHERN COLORADO IG	0.00	0.00	0.00	0.00	0.00
90143 - CEA HOW 1st IG HISPANIC OFARIZONA	0.00	0.00	0.00	0.00	0.00
90144 - SPANISH PHONE BRIDGE INTERGROUP	0.00	0.00	239.75	0.00	239.75
90145 - UTAH CEA-HOW INTERGROUP	0.00	380.00	0.00	47.25	427.25
90146 - BUGAMBILIAS GUANAJUATO	175.00	0.00	0.00	188.14	363.14
90148 - ARIZONA CEA-HOW INTERGROUP	54.00	0.00	0.00	0.00	54.00
90149 - SIERRA NEVADA INTERGORUP	54.00	0.00	0.00	35.00	89.00
90150 - IG ELECTRONICO EN ESPANOL	0.00	0.00	206.90	0.00	206.90
90151 - ELECTRONIC IG ENGLISH	0.00	0.00	0.00	0.00	0.00
90152 - UK AND EUROPE INTERGROUP	0.00	0.00	278.78	124.97	403.75
<b>TOTAL</b>	<u><u>7,061.86</u></u>	<u><u>5,635.00</u></u>	<u><u>5,276.56</u></u>	<u><u>5,789.61</u></u>	<u><u>23,763.03</u></u>